

Medium to Large Deals in Pipeline- Expansion: Total # Jobs Economic Development

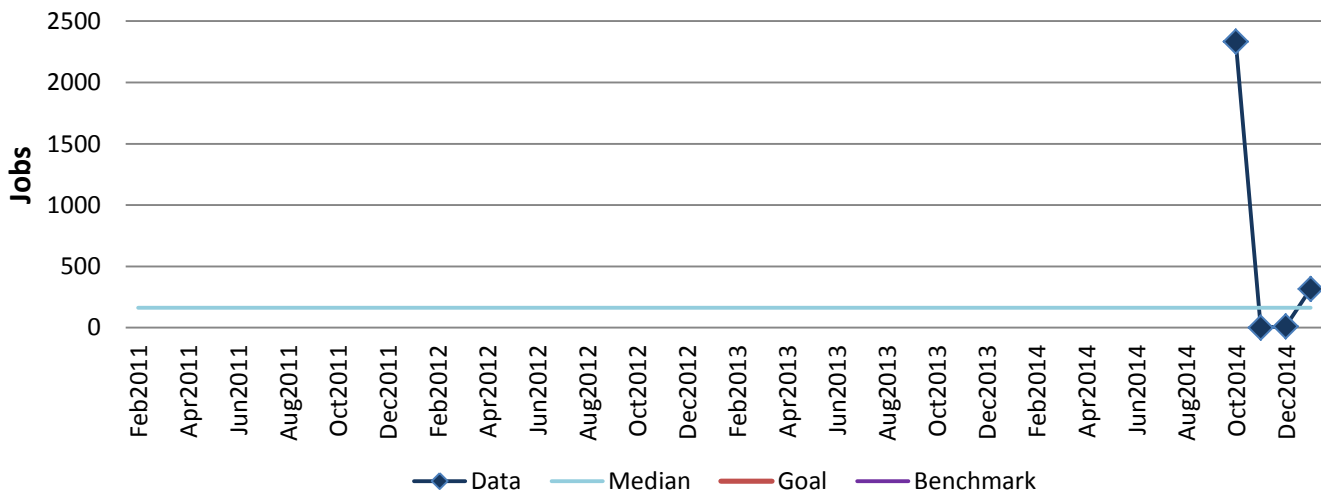


KPI Owner: Rebecca Fleischaker

Process: Business Expansion

Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary		
Baseline: TBD Goal: TBD Benchmark: TBD		Data Source: Salesforce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of company reported data Why Measure: Relevant to economic impact Next Improvement Step: Increase total number of jobs		
How Are We Doing?					
Feb2014-Jan2015 12 Month Goal	Feb2014-Jan2015 12 Month Actual		Jan2015 Goal	Jan2015 Actual	
TBD	2,658		TBD	315	
Jobs	Jobs		Jobs	Jobs	

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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.